



## METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

3/10/2021 | 10:12 AM CST

Mr. David Ward  
SBW Constructors, LLC.  
P.O. Box 1347  
White House, TN 37188

RFQ 84157 Replacement of Fire Hydrants, Valves, and Parts

Dear Mr. Ward:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ 84157 Replacement of Fire Hydrants, Valves, and Parts. This letter hereby notifies you of Metro's intent to award to SBW Constructors, LLC, contingent upon successful contract negotiations. Please provide a certificate of Insurance indicating all applicable coverages within 15 business days of the receipt of this letter.

If the Equal Business Opportunity (EBO) Program requirements were a part of this solicitation, the awardee must forward a signed copy of the "Letter of Intent to Perform as Subcontractor/Subconsultant/Supplier/Joint Venture" for any minority/women-owned business enterprises included in the response to the Business Assistance Office within two business days from this notification.

Additionally, the awardee will be required to submit evidence of participation of and contractor's payment to all Small, Minority, and Women Owned Businesses participation in any resultant contract. This evidence shall be submitted monthly and include copies of subcontracts or purchase orders, the Prime Contractor's Application for Payment, or invoices, and cancelled checks or other supporting payment documents. Should you have any questions concerning this requirement, please contact Cierra Rowe at 615-862-6136 or at [Cierra.Rowe@nashville.gov](mailto:Cierra.Rowe@nashville.gov).

Depending on the file sizes, the responses to the procurement solicitation and supporting award documentation can be made available either by email, CD for pickup, or in person for inspection. If you desire to receive or review the documentation or have any questions, please contact Buyer, Daniel Drumwright, by email at [Daniel.Drumwright2@nashville.gov](mailto:Daniel.Drumwright2@nashville.gov) Monday through Friday between 8:30am and 3:30pm.

Thank you for participating in Metro's competitive procurement process.

Sincerely,

*Michelle A. Hernandez Lane*

Michelle A. Hernandez Lane  
Purchasing Agent

cc: Solicitation File, Other Offerors

**Pursuant to M.C.L. 4.36.010 Authority to resolve protested solicitations and awards.**

**A. Right to Protest.** Any actual or prospective bidder, offeror or contractor who is aggrieved in connection with the solicitation or award of a contract may protest to the Purchasing Agent. The protest shall be submitted in writing within ten (10) days after such aggrieved person knows or should have known of the facts giving rise thereto.

[Procurement Division](#)

730 Second Avenue South, Suite 112  
P.O. Box 196300  
Nashville, Tennessee 37219-6300

[www.Nashville.gov](http://www.Nashville.gov)  
Phone: 615-862-6180  
Fax: 615-862-6179

Enter Solicitation Title & Number Below						
RFQ 84157 Replacement of Fire Hydrants, Valves, and Parts	Min. SBE/SDV Participation	Incentive Percentage	Incentive Calculator	Lowest Bid	MACP	Winning Bid
	0.0%	5.00%	95.00%	\$6,522,576.00	\$6,848,705	\$6,522,576.00
Offeror's Name	Bids	SBE	Participation Requirement	Participation Incentive	Incentive Evaluation Amount	Status of ITB Award
SBW Constructors, LLC.	\$6,522,576.00	\$6,522,576.00	\$0	\$6,196,447	\$326,129	Awarded
Southerland Services, LLC	\$8,265,820.35	\$7,656,356.92	\$0	\$0	\$8,265,820	Exceeds MACP

## BAO Small Business Assessment Sheet

<b>BAO Specialist:</b> Cierra Rowe
<b>Contract Specialist:</b> Daniel Drumwright
<b>Date:</b> 3/4/2021

<b>Department Name:</b> Water Services
<b>RFP/ITB Number:</b> 84157

**Project Name:** Replacement of Fire Hydrants, Valves and Parts

Primary Contractor*	Prime Bid Amount	Total Proposed SBE (\$)	SBE Subs approved?	SBE (%)	Comments
SBW Constructors, LLC	\$6,522,576	\$6,522,576	No	100%	The prime is an approved SBE and will perform 100% of the work



## Statement of M/WBE Utilization

Proposer's/Firm's Name: <b>SBW Constructors, LLC</b>	Proposer's Phone #: <b>615-594-9420</b>
Solicitation Title: <b>Replacement of Fire Hydrants, Valve, and Parts</b>	Proposer's Email Address: <b>jwhite@sbwconstructors.com</b>
Solicitation #: <b>84157</b>	Amount Self-performed : <b>\$6,522,576.00</b>
Proposer's/Firm's Ownership: <b>Non-M/WBE</b>	Total Bid Amount: <b>\$6,522,576.00</b>
<b>Proposed EBO Goal (%)</b> : 9% <u>    </u> MBE%    9% <u>    </u> WBE%	EBO Goal Met? (Y/N) <b>NO</b>

The following MWBE\* subcontractor(s)/supplier(s) will be utilized for the performance of this project:

	MBE/WBE Firm Name	MBE/WBE Firm Address	Phone/E-Mail	Certificate		Code # UNSPS/NAICS	Description of Work	MBE/WBE Dollars (\$)	Percent of Total Contract
				Type (MBE or WBE)	* MBE/WBE Group Type *				
1				Select	Select				
2				Select	Select				
3				Select	Select				
4				Select	Select				
5				Select	Select				
6				Select	Select				
7				Select	Select				

*I am the duly authorized representative and certify the facts and representations contained in this form and supporting documents are true and correct.*

Authorized Representative (Printed Name/Title/Signature) <b>Jeramie White, Managing Partner,</b>	Date <b>02/23/2021</b>
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\*Note: MWBE is defined as business enterprise maintaining a significant business presence in the Program Area & performing a commercial useful function that is owned by one or more of the following: (1) African Americans (2) Native Americans, (3) Hispanic Americans, (4) Asian Americans, and (5) Women.

<b>Has Prime Complied with EBO Goal?</b> <input type="text" value="NO"/>	<b>For Internal Office Use ONLY</b>	<b>If No, Good Faith Efforts Met?</b> <input type="text" value="YES"/>
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**BAO Representative:** Cierra Rowe

**Date:** 03/04/21

<b>Total MBE Subcontracting</b>	<u>0</u> %	<u>\$ 0</u>
<b>Total WBE Subcontracting</b>	<u>0</u> %	<u>\$ 0</u>
<b>Total MBE/WBE Participation:</b>	<u>0</u> %	<u>\$ 0</u>